

REPORTER'S TRANSCRIPT

IN RE:

VA CHULA VISTA PROJECT

MAY 11, 2016

SAN DIEGO, CALIFORNIA

REPORTED BY KRISTY A. MONTALBAN, CSR NO. 13551

1     Transcript of Meeting taken at the request of Shamm  
2     Kelly, commencing at the hour of 10:10 a.m. on  
3     Wednesday, May 11, 2016, at 530 B Street, Suite 350,  
4     San Diego, California, via videoconference before  
5     Kristy A. Montalban, Certified Shorthand Reporter  
6     No. 13551, in and for the State of California.

7  
8  
9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21  
22  
23  
24  
25

1 SAN DIEGO, CA; WEDNESDAY, MAY 11, 2016; 10:10 A.M.

2 -o0o-

3

4 MS. KELLY: All right. Well, this is  
5 Shamm Kelly, and thank you, everyone, for attending. We  
6 have people from the Chula Vista facility on the line.  
7 We have Radonya Pinkney on the line. She is the project  
8 manager. And we have Hong Hitchings, who is the  
9 contracting officer.

10 So, Ada, maybe you could introduce your team.

11 MS. CLARK: Sure, absolutely. My name is  
12 Ada Clark. I'm the assistant director for the V.A.  
13 San Diego Health Care System, which Chula Vista is one  
14 of our few community-based outpatient clinics.

15 Also on the line today is Andrea Martinez. She  
16 is our project manager for the V.A. site of the house,  
17 as well as Melissa Quinones, our nurse manager for our  
18 outpatient clinic, specifically this one in Chula Vista.

19 And we also have one of our staff, Rob  
20 Bottalino [phonetic] also an engineer and project  
21 manager from the V.A. I think that's it.

22 MS. KELLY: Ada, the real estate advisor  
23 consists of the Carpenter/Robbins team. Jan Kelly who  
24 you have been working off with most directly on this  
25 project for everyone. John Robbins is on the line. And

1 Tom Hixson is on the line. And I'll let Gerard  
2 introduce himself.

3 FEMALE VOICE: Shamm, Siberry [phonetic] is on  
4 the line as well, Mercedes Thompson, Brian Murphy and  
5 Shan Murphy.

6 MS. KELLY: Oh, great. Thank you.

7 MR. GULPEO: Hi. This is Gerard Gulpeo with  
8 Leo Daly.

9 MS. KAY: This is Mary Kay with Peter Matthews  
10 as well.

11 MS. KELLY: Okay. Great. Maybe we could do a  
12 roll call then while we are waiting. Why don't -- just  
13 take a leap. And so that's Mary Kay at Peter Matthews.  
14 Who else is on the line?

15 MALE VOICE: John Bartfield [phonetic] from  
16 Capital Partners.

17 MS. KELLY: Hi, John.

18 MALE VOICE: Hi.

19 MR. MALCOLM: Dan Malcolm with Malcolm  
20 Properties.

21 MS. KELLY: Hi, Dan. Welcome.

22 MR. CAIRNS: Scott Cairns, Smith Consulting.

23 MS. KELLY: Great. Thank you, Scott Cairns.

24 MR. ROSENBERG: Dan Rosenberg with Mountain  
25 West Real Estate.

1 MS. KELLY: Hi, Dan. Nice to have you join us.  
2 MR. ROSENBERG: Thank you, Shamm.  
3 MS. KELLY: I think we've got --  
4 MS. SHAFFER: Karen Shaffer [phonetic] and  
5 Mark Baker representing Deputy Source [phonetic].  
6 MS. KELLY: I'm sorry. One more time. Can you  
7 repeat that?  
8 MS. SHAFFER: This is Karen Shaffer and Mark  
9 Baker representing Deputy Source.  
10 MS. KELLY: Thank you. Is Josh going to join  
11 us today?  
12 MR. HOUSEMAN: Yeah, I'm here. Thank you.  
13 Josh Houseman [phonetic].  
14 MS. KELLY: That's Josh Houseman.  
15 MR. FILICE: This is John Filice with JMS  
16 Enterprises, Washington, D.C.  
17 MS. KELLY: Great.  
18 MR. COTTERILL: This is Roy Cotterill with  
19 Perkins, Williams & Cotterill Architects.  
20 MS. KELLY: Okay. Tell me who you're  
21 associated with, please.  
22 MR. COTTERILL: I'm with Capital Partners.  
23 MS. KELLY: You're with Capital Partners.  
24 MR. COTTERILL: The team.  
25 MS. KELLY: Thank you.

1           Anyone else? Is Eric Carlson on the line? No?  
2   Scott, you're with Eric Carlson, correct?  
3           MR. CAIRNS: Yes.  
4           MS. KELLY: Okay.  
5           MR. CAIRNS: Easier. I'm sorry. I was on  
6   mute. Eric Carlson here with the Hamster Group  
7   [phonetic]. Sorry.  
8           MS. KELLY: Okay. I'm just going to call out  
9   some names of people that RSVP'd.  
10          Brian Golf [phonetic]? No. Chris Holder?  
11          Sorry. Can you mute your line?  
12          Do we have Jennifer Floren -- sorry, Jessica  
13   Floren [phonetic]? No.  
14          Jennifer Armstrong? No.  
15          Joe McKaleb [phonetic]?  
16          Josh Evans?  
17          Excuse me. Can you mute your line, please?  
18   No?  
19          Kip, are you on the line, Kip? No.  
20          Mark Baker, yes.  
21          Rob Nixon, are you on the line? Rob Nixon?  
22          Roy Cotterill?  
23          MR. COTTERILL: Yes, ma'am.  
24          MS. KELLY: Okay. I think that's it. That was  
25   the list of RSVPs.

1           So I'm trying to set the stage for how we are  
2 going to do this. We have a court -- excuse me. I have  
3 a cold. We have a court reporter recording everything.  
4 And so if at any time you have a question and we  
5 acknowledge you to speak, please say your name clearly  
6 so that the court reporter can capture it.

7           There is a gentleman in the background that is  
8 speaking that we can all hear you. Can you please mute  
9 your phone, please. Thank you.

10           So the process for today is to give you an  
11 overview of the entire project. You've all asked many  
12 great questions and most of those have been answered.  
13 The -- we were going to start with Gerard giving an  
14 overview, but we need those visuals to do that  
15 adequately.

16           Hong, how are you doing with the technical?

17           MS. HITCHINGS: Good afternoon, everyone. I do  
18 apologize. This virtual preview is definitely new to  
19 us, and I personally am not a big fan. However, we've  
20 got to do what we've got to do. So actually, I would  
21 like Radonya, if you don't mind, Radonya, just give us a  
22 very quick overview and also give a sense of the project  
23 management team from V.A. and for all future procurement  
24 activity.

25           And Radonya is the project manager, the

1 contracting officer, and then, of course, we have all  
2 our supporting team that are all on the call today so at  
3 least you know the team, the major players.

4 And then we can let our AAE contractor go over  
5 all the conceptual drawings and technical aspects, and  
6 that will open for Q and A. And I think we definitely  
7 do prefer you submit all your questions via written  
8 format so that way we will share with all the bidders.

9 And so, with that, Radonya, can you do a quick  
10 project overview.

11 MS. PINKNEY: Sure. So we are replacing the  
12 same current outpatient clinic and will expand capacity  
13 and services already being driven, as it's stated. This  
14 is a build to suit and pre-identified site. Okay. It  
15 looks like we have slides just came up. Is everyone  
16 able to see the PowerPoint?

17 MALE VOICE: Yes.

18 MS. PINKNEY: Thank you so much. Okay.

19 MS. KELLY: I'm just going to scroll through to  
20 one more page, one more page.

21 MS. PINKNEY: All right. We are going to go  
22 back.

23 MS. KELLY: Okay.

24 MS. PINKNEY: We are going to go ahead and  
25 finish the project overview at this point, and then



1 we'll go back to Gerard's conceptual plan.

2           Okay. The maximum square footage for the  
3 building is 31,000 net useable square feet. The V.A.  
4 should be the sole tenant of the building. The minimum  
5 parking spaces requested is 236 on-site parking spaces.  
6 The site must be controlled by the successful offerer.  
7 V.A. is requesting a lease term of up to 20 years.  
8 Occupancy is required within 540 days but no later than  
9 825 days following a lease award. And offerer of  
10 finances project through completion of construction.

11           MS. KELLY: This is Shamm. I'm going to  
12 interrupt and just add one other point, which is a  
13 little unusual. So as you all know for this project,  
14 we, meaning V.A., accepted six sites and the only site  
15 that we are going to accept offers on are those six  
16 sites.

17           And when I start doing the overview of the --  
18 we talked about that, but I can go -- I'm going to give  
19 this back to you, Radonya, for the next slide.

20           MS. PINKNEY: Okay. On the next slide we have  
21 the mandatory requirement. I know it says the due date  
22 is June the 1st. However, we will be issuing an  
23 amendment stating that the deadline has now been  
24 extended to June 17th, 2016.

25           It's pretty much self-explanatory. All hard

1 copy material should be submitted to Carpenter/Robbins.  
2 No emails will be accepted for any part of your  
3 submittal. You should submit a technical proposal on  
4 one CD and one three-ring binder. You should also  
5 submit a price proposal with eight CDs and one  
6 three-ring binder. One set of the CDs, Volumes 1 and 2,  
7 should be submitted to the contracting officer Hong  
8 Hitchings. CDs must be bookmarked.

9 Please make sure you initial and sign all pages  
10 of your offer. Offers that do not comply specifically  
11 and correctly with the SFO directions are at risk of  
12 being determined nonresponsive.

13 And at this point, we are going to go back and  
14 turn it over to Gerard for his conceptual plan, and then  
15 we'll come back to the next following slide. We'll  
16 start the discussion about the SFO. All right.

17 MR. GULPEO: Hi. This is Gerard. Can  
18 everybody hear me?

19 MS. KELLY: Yes.

20 MALE VOICE: Yes.

21 MR. GULPEO: So just what I'll do, Shamm, is  
22 I'll tell you next slide and then we'll move to the next  
23 side just so we are both coordinated as we go through  
24 these slides.

25 The concept of this, this is basically a

1 two-pact clinic. There's several departments that are  
2 involved as part of this outpatient clinic.

3 As you can see, the first slide that we have is  
4 an exterior elevation rendering of what we utilize as a  
5 design concept in developing this building. The idea is  
6 that the waiting areas have high volume, open area. We  
7 want to make this as clean looking building as we can.

8 If you are looking at the rendering to the top  
9 right, what you're seeing is a roof where we're using  
10 that roof to house the air handling units. So -- and  
11 then we are using clerestory windows to provide lighting  
12 for these work areas.

13 Okay. Next slide. This is the proposed site  
14 plan. I think on our site plan we were -- give me a  
15 second here. So on the site plan, we are looking at a  
16 4-acre site as a minimum. The SFO will -- if you take a  
17 look at the SFO and make sure that matches what the  
18 sites were proposed.

19 The idea here is on the north is --  
20 orientation-wise is that on the south entrance of the  
21 building, that's our main entrance. You have a drop-off  
22 area. You know, we want the accessible parking as close  
23 to the main entrance as we can. There is also a staff  
24 entrance off to the east side of the building.

25 There was a question on RFI that raised whether

1 an emergency entrance is needed. And from our  
2 understanding, there is no emergency department in this  
3 clinic, but they do need an emergency department  
4 pick-up, ambulance pick-up for the building, and our  
5 response to that was put it on the east side of the  
6 building, and we'll walk through the reason why it was  
7 determined that way.

8 On the west side of the building would be  
9 basically a drop-off area for deliveries. In reviewing  
10 this with the users, there is no need for a loading dock  
11 due to the size of the clinic. Obviously, that may  
12 affect how once the site is selected or as you guys  
13 develop your site plan, that may be one of the items  
14 that you can consider.

15 On the south end of the building, or south side  
16 of the building, we have a -- an area for staff, and  
17 you'll see that as we go through the floor plan.

18 One of the main design drivers of this site,  
19 just because we have a small site, a 4-acre site, was we  
20 had a main entrance as well as the staff entrance and as  
21 well as the ambulance entrance all in one area.  
22 Obviously, when the specific site is selected, that  
23 will -- that may change.

24 Next slide. This is how the clinic is put  
25 together. You've got -- module one is a pact clinic.

1 Module two, same thing, a pact clinic. As you enter  
2 through the south side of the building, our south face  
3 of the building, we have the entrance. The police is  
4 right next to it. You've got the reception area.  
5 Behind that will be the administration. Heading west,  
6 you'll have shared spaces, your public toilets, your  
7 conference rooms. Further west of that will be  
8 audiology clinic.

9           Moving to the east side of that first area  
10 would be pathology and lab medicine. And then you have  
11 next to it will be shared spaces.

12           Moving north would be the eye clinic. And the  
13 west you've got a team work area. And then obviously  
14 you have the two clinics and then mental health. And  
15 then the support places and as well as logistics will be  
16 in the south end of the building.

17           Next slide, please. Here is an overall layout  
18 of the clinic. This is the pact module. It has a, I  
19 think, 31-foot ten grid that most of you guys are  
20 familiar with by now. You'll take a look at the overall  
21 plan. I think this is the ideal layout that was  
22 discussed with the users. We don't foresee changes to  
23 this. If there is additional ideas included, let us  
24 know. But this was the overall layout that we've  
25 hammered out with the users during this preliminary

1 design process.

2           Next slide. We've also given an equipment  
3 layout. This utilizes a typical layout for each room,  
4 and I think this will give you an idea of what they're  
5 looking for in terms of an equipment layout and in terms  
6 of use.

7           We tried to make this as detailed as we can  
8 given the time frame. One good thing about this drawing  
9 is we've identified key areas where they will need power  
10 and data. We also talked about the need for  
11 teleconferencing, videoconferencing system, and those  
12 have been noted on the drawings. So as your design  
13 teams move forward, you want to use that -- keep that  
14 into consideration.

15           Next slide, please. Okay. The exterior  
16 elevations, the idea -- the main idea of this building  
17 is we are using tilt up structure. We want to make this  
18 as -- construction-wise should be as prefab as we can.  
19 We want to simplify construction as well.

20           The roof that you're seeing is a metal roof,  
21 and the idea for that is it serves -- also serves as the  
22 screen for the units above. Given the size of the lot  
23 that we have, what we are trying to do is maximize the  
24 use of the building and give most of the lot for  
25 parking, public use, as well as green spaces.

1           We are utilizing that elevation to basically,  
2   you know, be responsive to San Diego. I think the main  
3   design there was to use that as a wave, if you will.

4           Next slide. Okay. I think that's an overview  
5   of the design process.

6           MS. PINKNEY: Thanks, Gerard.

7           So next we will start discussing in regards to  
8   the SFO part one. And, Shamm, I'll turn it over to you  
9   and your team.

10          MS. KELLY: Thank you very much. So the SFO  
11   has many components as you know. There are 11 basic  
12   components in the SFO itself, and then there is all of  
13   the attached schedules, exhibits, the this's and the  
14   that's. So there is a lot of paperwork to deal with,  
15   and I think, again, most of you are familiar with this.

16          So I'm going to do a general very brief  
17   overview. And then if there is questions afterward, if  
18   there was something that I didn't address that you would  
19   like to have had addressed, we can bring it up as a  
20   question. That's how we will save everybody time and  
21   not be going over material that you may well know.

22          I want to clarify one thing, which is that  
23   Gerard mentioned a minimum of a 4-acre site, and we  
24   dispensed with that. So the acreage, as it turned out,  
25   was not a factor in the selection of the site.

1           So some of the things that are a little bit  
2 unusual about this SFO is that in Section 1 on Page 3,  
3 we have our delineated area map, and right beneath that  
4 there is a link which will take you directly to the  
5 V.A.'s web site where they have posted the six sites  
6 that were accepted.

7           And has everybody successfully -- let me ask it  
8 differently. Is there anyone who has not successfully  
9 been able to go to that web site and identify the six  
10 sites that are available for this project? I'm going to  
11 give you just a minute.

12           So if you are on mute, unmute yourself and let  
13 me know if you did not have success identifying the six  
14 sites.

15           All right. I'm going to move on then.

16           One of the other items that is a little bit  
17 unusual is that the term -- we were looking for four  
18 scenarios for the term, and we are looking for a  
19 ten-year firm, 15-year firm, 16-plus five and a 20-year.  
20 And the exhibits that are used to deliver that  
21 information for us are unusual. The Form 1364 is the  
22 standard -- is the new global format so it is not going  
23 to look anything like what you've used in the past.

24           There is an attachment customized with that --  
25 that is a way to make it easier for you to get your



1 information to us in a deliverable and understandable  
2 way. When people start working with that document, if  
3 there is questions, they will come up and they'll get  
4 published to everyone.

5 Radonya already mentioned that we -- excuse  
6 me -- that we will be extending the timeline.

7 Whoever is typing, mute your line. I would  
8 normally just shout over you, but I have a cold.

9 What is unique to each is, of course, the award  
10 factors. So I am going to take a minute to go through  
11 the award factors in a rather general way. So the award  
12 factors and the subfactors are all listed in order of  
13 descending value so that as you are going through this,  
14 when you are looking at technical factor one, think  
15 about everything that's in that technical factor and the  
16 lower down it is on the list, the least important it is.  
17 The higher it is on the list, the more ranking there is  
18 going to be given.

19 The actual subfactors for -- the actual  
20 subfactors for the technical factor are the usual and  
21 familiar ones, which is the architectural concept,  
22 building design, quality of site development, quality of  
23 the construction materials, and then there is the  
24 sustainability of the energy efficiency.

25 Another subfactor is the site location.

1 Mass -- distance of mass transportation, I'm just going  
2 to emphasize that this is a very, very important feature  
3 for this particular solicitation. So when you respond  
4 to us, it would be to your benefit and make it very  
5 clear to us what public transportation is either already  
6 available and servicing your site or if you have some  
7 commitment, I don't mean just a promise, but a  
8 commitment from the City that a service will be provided  
9 and we can work with that. But if somebody tells you we  
10 probably will do that, that's not going to work. We  
11 need to know what actually is real.

12           Skipping along to site physical security.  
13 Evidence of capability to perform -- sorry. This is  
14 important as well. The V.A. wants to make sure that the  
15 parties that they are working with have the capability  
16 and the work habits that will make it a good place for  
17 V.A. to live.

18           So past performance, there is documents for you  
19 to fill out. And again, there is documents for your  
20 financial capabilities. So if some of the add-on  
21 documents, exhibits are the method of how you answer  
22 these questions. And we -- as usual, we want to know  
23 information about the actual offerer, and independently  
24 we want to know about the offerer's architectural team  
25 and, again, independently we want to know about the

1 proposed construction team.

2           So control of the property. Again, this is a  
3 little bit unusual because we've identified six sites  
4 and those are the only six sites that we can accept  
5 offers on and you have the information, all of you have  
6 the information of the owners of those properties so  
7 that you can discuss with them whether or not they want  
8 to give you control of those properties.

9           The construction schedule is very important.  
10 As you know, in Chula Vista there has been a fair amount  
11 of chaos with the existing facility, and the sooner we  
12 can get this facility up and running, the better for  
13 everyone. So be very clear about your milestone and  
14 what you can do for us in terms of delivering.

15           Operations and maintenance. That's very  
16 standard. Everybody who has seen an SFO in the past is  
17 going to be familiar with that. If you are not, ask any  
18 questions and we will handle those afterwards.

19           The same is true of the small business  
20 classification. It has a ranking, not the highest  
21 ranking, but it has a ranking. So it's important for  
22 you to tell us what your socioeconomic status is because  
23 it might benefit you and get you some extra points as  
24 we're evaluating your offer.

25           I'm going to deviate just a minute and explain

1 the overview of what happens -- of the steps of the  
2 process. So when we get your initial offers and once  
3 we've got our question answered about your offer, then  
4 there is a technical evaluation board that takes place,  
5 and that technical evaluation board is going to be  
6 looking at all of the offers. And I can't emphasize  
7 enough that we can only comment and take into account  
8 what we have in front of us.

9 I'm just going to use an example. We might  
10 know that your site has awesome transportation. But if  
11 you didn't tell us that it has that and show us that it  
12 has that, you won't get those points. So it's really  
13 important that you communicate to us all of the benefits  
14 to the V.A. for your site.

15 We have -- there is a number of -- I'm going to  
16 skip over Section 3, 7, 8.

17 Does anyone have any questions about Section 9,  
18 which is the fire protection and environmental section?  
19 We have Tom Hixson and John Robbins on the line who are  
20 both schooled in that. So if you have questions about  
21 that, this is the great time to ask them.

22 Okay. I'm going to move on and talk about the  
23 section -- the second section of the SFO is to make it  
24 clear that we are going to be awarding them based on  
25 best value. There is -- next slide, please.

1 MS. PINKNEY: Yeah. What slide are you on?

2 MS. KELLY: I'm on -- oh, gosh. I don't have  
3 them numbered. I'm looking for the slide -- keep  
4 going -- the slide that has the oval white -- no, you've  
5 gone by it. Go back. There is an oval -- yes, right  
6 there.

7 The way this project is offered -- excuse me.  
8 The way this project is going to be evaluated is going  
9 to be gathering together, combining all of the points  
10 that a particular property offerer has received on its  
11 technical value, and then there is price, and both are  
12 going to be equal to each other. So if there is an  
13 identical foreranking on technical factors, then the  
14 lower priced offer will be the successful offer.

15 Technical factors are what is evaluated by the  
16 technical evaluation board. And again, some of them may  
17 be experienced in some other areas and others may not.  
18 So it's very important that what you give us is easy to  
19 digest and don't give us anything that's extraneous. We  
20 don't need any fluff. We just want the facts and want  
21 this to be graphic what you are trying to do for us.

22 Next slide. I actually kind of zipped through  
23 these already. So let's -- next slide. Let's stop here  
24 for a second.

25 So the schedules are critical. The Schedule A

1 is the operations and maintenance plan. When the  
2 facility is completed, the lessor is going to be  
3 responsible for running it and so your operation and  
4 maintenance plan will be an evaluation factor and tie  
5 into how we think your offer is relative to other  
6 offers.

7           Special requirements. Schedule B is  
8 basically -- it's basically a list of items which the  
9 V.A. requires in order to furnish the clinic, and we had  
10 some questions about Schedule B and Schedule E and some  
11 block cells that aren't operating properly. So we will  
12 be reissuing Schedule E for your use.

13           Schedule C lists the space program. It's the  
14 hardware, everything, so that you know what's going to  
15 go in there. You're going to be pricing all of these  
16 schedules individually. And when you're working on your  
17 price proposal, which is GSA Form 1364, you're going to  
18 be calling out the value of what you're charging for  
19 each of these items.

20           And something that is different about this  
21 solicitation than what we've done in the past is that  
22 when you go through this solicitation, you will see  
23 several areas where we talk -- we say that the V.A. can  
24 elect to pay a lump sum. Areas that normally in the old  
25 days were not handled that way, there have been some

1 changes made and so pay close attention to that because  
2 that's -- again, it's a change from previous SFOs.

3 The summary form, I think you've all seen that.  
4 Labor standard provisions. Does anybody have any  
5 questions about this slide?

6 Okay. Let's move to the next slide. It's very  
7 important that you understand the difference between  
8 runnable square feet and useable square feet. And we've  
9 had questions about that, so I know that there is not a  
10 perfect understanding out there for you.

11 What I would recommend is when you develop your  
12 particular plan, you highlight in some way, give it some  
13 color so that you are showing us what you think the net  
14 useable square feet for your plan would be. That gives  
15 us an opportunity to look at your interpretation and get  
16 back and say, you know, no, we need to tweak this or,  
17 yeah, we got it just right. So it's very important that  
18 you communicate to us what you think the net useable  
19 square feet is.

20 MALE VOICE: Shamm?

21 MS. KELLY: Yes, sorry.

22 MALE VOICE: Just quick question on this one.  
23 What you sent back to us after we had requested it was a  
24 layout that showed gross square footage and net useable  
25 square footage, but you didn't provide one from Leo Daly

1 that showed their understanding of what rentable is,  
2 that would be really helpful.

3 MS. KELLY: Gerard, do you have a drawing that  
4 answers that question? And, if so, we need to ask  
5 whether or not Hong would like that to be distributed.

6 MS. HITCHINGS: Well, this is my response. I  
7 mean, this question came up before and we alphabetized  
8 for a very specific number square footage. As you know,  
9 that's a number that's been authorized by the Congress,  
10 and 31,000 net useable. So our AAE firm traditionally  
11 will provide the conceptual programs simply to show the  
12 adjacency, the relationship with all programs.

13 So it's up to each developer to have your  
14 technical solutions based on our program needs, and so  
15 the burden is not on our AAE firm to provide that  
16 precise what's the rentable net useable. So it's up to  
17 the lessor to design your facility to fit our program,  
18 but not to exceed 31,000 net useable.

19 MALE VOICE: Right. I understand that, Hong.  
20 This is John Bartfield. The issue that we run into is  
21 that from a BOMA definition, you're excluding hallways  
22 and lobby; and for a single tenant building, those would  
23 be part of net useable. But in your definition, it's  
24 not.

25 MS. HITCHINGS: That's correct. That's



1 correct.

2 MALE VOICE: That's why we have a -- and we  
3 don't need an exact square footage from Daly, but it  
4 would be helpful to have in an alternate color what  
5 their -- the difference between rentable and useable is  
6 because it's not obvious based on your definition.

7 MR. GULPEO: This is Gerard with Leo Daly.

8 When we prepare these drawings, our mandate was  
9 to prepare a drawing that has 31,000 net useable square  
10 footage. I understand the question. Our understanding  
11 is that anything that's code required, in this case,  
12 public corridors, public restrooms, those are considered  
13 to be not part of net useable square footage.

14 My understanding for our rentable space,  
15 rentable square footage, is in this case the way we  
16 prepared it is the same as the net useable square  
17 footage.

18 MALE VOICE: Okay.

19 MS. KELLY: Okay. Thank you for that.

20 The net useable square foot figure is important  
21 because that's what the V.A. pays rent on, and that's  
22 all V.A. pays rent on.

23 Section 4 of the SFO codes, we don't have  
24 anything in here that is particularly unusual. You're  
25 going to be designing to the code. You are going to be

1 checking against the design guide. And if you have a  
2 question about which prevails if one thing is different  
3 than the other, then put that in a question and get that  
4 to us.

5 I'm going to -- next slide. Gerard, if you  
6 could speak to this slide, I would really appreciate  
7 that.

8 MR. GULPEO: Okay. So I think these are the  
9 basic requirements for this clinic. Obviously,  
10 everybody knows this clinic is in Chula Vista,  
11 California, so there is specific requirements for a  
12 seismic area such as California. This is not -- this  
13 is -- this will have to meet international building  
14 codes.

15 And then at the same time, for physical  
16 security, this is not a mission critical facility, it's  
17 a life safety facility and it's -- I'm sure your AE  
18 teams are familiar with the difference between mission  
19 critical and life safety, and that's all in the V.A. web  
20 site so that will help guide your team as they put  
21 together their proposal.

22 HVAC systems. We've include a basis of design  
23 as part of the package. That should be -- that's part  
24 of Part 9. I think the mechanical engineer provided  
25 several options on how to design the system, the

1 mechanical system and the electrical and the plumbing  
2 systems. Mostly mechanical. But for our part, the way  
3 we designed it, is we wanted to minimize the lot area  
4 that the mechanical units are capturing, and that's why  
5 we are utilizing the roof for that purpose.

6 This project needs to meet LEED Silver for  
7 healthcare. My understanding is that V.A. will not --  
8 under C box doesn't need -- required to be certified,  
9 but it needs to be designed for the LEED Silver.

10 And then I think I talked about that life  
11 safety is the requirement for physical security design.

12 MS. KELLY: Thank you, Gerard.

13 Next slide, please, Radonya.

14 MALE VOICE: Shamm, is that factually correct,  
15 you don't require the certification?

16 MS. KELLY: That's what I understand. Hong, do  
17 you know without double-checking anything?

18 MS. HITCHINGS: Could you repeat the question?

19 MALE VOICE: Yes. Gerard indicated that we  
20 needed to design this to LEED Silver for healthcare, but  
21 we don't need to get the certification.

22 MS. HITCHINGS: It's a federal requirement for  
23 all our V.A. facilities need the LEED Silver healthcare.

24 MALE VOICE: So how do we demonstrate it if we  
25 don't have to get the certification?

1           MR. GULPEO: My understanding -- this is  
2 Gerard. My understanding was, because we've gone  
3 through this during -- under C Baulk [phonetic] Chico.  
4 You know, you fill out the LEED forms, the LEED form  
5 where you indicate the points that your design will meet  
6 in order to meet a LEED Silver, but then you don't file  
7 it for certification. The V.A. could decide to file  
8 this later. They are under -- but the design has to  
9 meet those requirements. That's how it was done for  
10 C Baulk Chico. So that's coming from another project  
11 that's similar to ours.

12           MALE VOICE: Okay. Shamm or Hong, if you could  
13 weigh in on that, I would prefer to hear it from you.  
14 No offense, Gerard.

15           MS. HITCHINGS: Absolutely. I think we owe you  
16 guys a formal response on that. The point system,  
17 that's how we review your proposal, but we double-check  
18 the SFO to make sure we do require to obtain the  
19 certification or point system to demonstrate that you  
20 have met the Silver healthcare. We'll send you a formal  
21 response on that.

22           MS. PINKNEY: This is Radonya. If that  
23 question has not already been submitted, can you submit  
24 that so we can add that to our list of responses to  
25 check out?

1                   MALE VOICE: Sure.

2                   MS. PINKNEY: Thank you.

3                   MS. KELLY: Thank you. That's very helpful.

4                   We can go to the next slide now. You know,

5 Section 7, the key thing here is that the V.A. has gone

6 to the pact model and, you know, dealt with that. This

7 has been signed to function with the two-pact model, and

8 that is an essential core criteria for their use of this

9 clinic.

10                  Section 8. Good news. V.A. is going to pay

11 their own utilities and do their own janitorial. So you

12 will have utility expense, but it will not be related to

13 inside the lease phase. It will be everything outside

14 and providing the core utilities to the facility.

15                  Next slide, please. A certificate of occupancy

16 will be required. You are going to have to comply with

17 the NFPA guidelines and local codes.

18                  For Section 10, please read the entire SFO.

19 And if you feel that there is a discrepancy between the

20 GSA forms and the SFO, pose that as a question to us.

21 But if you don't do that, the SFO prevails over the GSA

22 forms.

23                  As I said before, in putting your packet

24 together, thoughtful responses are definitely advised.

25 The evaluation team sees only what you show them and

1 tell them with your graphics and narratives. So make it  
2 clean, make it crisp. Don't make us go through 50 pages  
3 of something that is not directly germane to the  
4 project.

5           Next slide, please. Repeating myself. Show us  
6 and tell us. Submit detailed drawings and analyses of  
7 your team's proposed architectural and engineering  
8 drawings.

9           Each offerer will be evaluated on its ability  
10 to develop the site and landscaping to provide a  
11 well-designed facility.

12           And again, being redundant, stick with the  
13 plan. There has been a huge amount of time, money and  
14 investment in developing that plan. The purpose of  
15 doing that was to get some of that done in advance  
16 rather than award and then go into design, and I think  
17 it's a terrific way to go. So respect that this is not  
18 something that was just slapped together.

19           Next slide. Questions and answers. And again,  
20 as Radonya said, even if you ask an answer to your life,  
21 please send it to me in your writing as you've been  
22 doing with the other questions so that we can add it to  
23 our Q and A matrix.

24           Any other questions?

25           I'm going to take that as a no and go to the

1 next slide which is thank you very much. I should have  
2 mentioned we don't publish the list of attendees, but I  
3 think from the roll call you know who is who.

4 No questions? Thank you very much.

5 MR. FILICE: I have a question. Can you hear  
6 me?

7 MS. KELLY: Yes.

8 MR. FILICE: This is John Filice.

9 MS. KELLY: We lost you. John? We are not  
10 hearing you now, John.

11 MS. HITCHINGS: If you do have questions after  
12 the meeting, do feel free to send us via e-mail. And do  
13 we have a timeline by what time?

14 MS. KELLY: Well, I don't have one yet, but I  
15 will publish one. So --

16 MR. FILICE: When is the final rubbit  
17 [phonetic] file going to be posted? That was promised  
18 on Monday.

19 MS. KELLY: Radonya, that's the rubbit file  
20 that was too large for V.A. to post so Gerard --

21 MR. FILICE: That's a very key file for design  
22 and we've been waiting for that.

23 MS. KELLY: So Gerard streamlined it, and I  
24 believe it's ready for you to post, but it has not been  
25 posted to my knowledge.

1 MS. HITCHINGS: We'll have it in the next  
2 couple days.

3 MS. KELLY: Okay. A question that came in just  
4 recently, and I'm going to get the answer now, which is  
5 how many -- how many patients are expected for the  
6 clinic. And unique patients for the last two years,  
7 2014, there were about 8,800. And in 2015, there were  
8 9,700. So you can see the numbers going up and we  
9 expect that it will only grow.

10 All right. Thank you, everyone. I look  
11 forward to hearing responses by mail -- e-mail.

12 MS. PINKNEY: Thanks, everyone.

13 MS. HITCHINGS: All right. Bye.

14 (Ended at 11:02 a.m.)

15 -o0o-

16

17

18

19

20

21

22

23

24

25



1 I, KRISTY A. MONTALBAN, Certified Shorthand Reporter  
2 for the State of California, do hereby certify:

3

4 That the foregoing proceedings were reported by me  
5 stenographically and later transcribed into typewriting,  
6 under my direction, and that the foregoing is a true  
7 record of the proceedings taken at that time.

8

9 Dated: This day of May, 2016,  
10 at San Diego, California.

11

12

13

14

15

16

---

KRISTY A. MONTALBAN

17

C.S.R. NO. 13551

18

19

20

21

22

23

24

25

<p><b>A</b></p> <p><b>a.m</b> 2:2 3:1 32:14</p> <p><b>AAE</b> 8:4 24:10,15</p> <p><b>ability</b> 30:9</p> <p><b>able</b> 8:16 16:9</p> <p><b>absolutely</b> 3:11 28:15</p> <p><b>accept</b> 9:15 19:4</p> <p><b>accepted</b> 9:14 10:2 16:6</p> <p><b>accessible</b> 11:22</p> <p><b>account</b> 20:7</p> <p><b>acknowledge</b> 7:5</p> <p><b>acreage</b> 15:24</p> <p><b>activity</b> 7:24</p> <p><b>actual</b> 17:19,19 18:23</p> <p><b>Ada</b> 3:10,12,22</p> <p><b>add</b> 9:12 28:24 30:22</p> <p><b>add-on</b> 18:20</p> <p><b>additional</b> 13:23</p> <p><b>address</b> 15:18</p> <p><b>addressed</b> 15:19</p> <p><b>adequately</b> 7:15</p> <p><b>adjacency</b> 24:12</p> <p><b>administration</b> 13:5</p> <p><b>advance</b> 30:15</p> <p><b>advised</b> 29:24</p> <p><b>advisor</b> 3:22</p> <p><b>AE</b> 26:17</p> <p><b>affect</b> 12:12</p> <p><b>afternoon</b> 7:17</p> <p><b>afterward</b> 15:17</p> <p><b>ahead</b> 8:24</p> <p><b>air</b> 11:10</p> <p><b>alphabetized</b> 24:7</p> <p><b>alternate</b> 25:4</p> <p><b>ambulance</b> 12:4,21</p> <p><b>amendment</b> 9:23</p> <p><b>amount</b> 19:10 30:13</p> <p><b>analyses</b> 30:6</p> <p><b>Andrea</b> 3:15</p> <p><b>answer</b> 18:21 30:20 32:4</p> <p><b>answered</b> 7:12 20:3</p> <p><b>answers</b> 24:4 30:19</p> <p><b>anybody</b> 23:4</p> <p><b>apologize</b> 7:18</p> <p><b>appreciate</b> 26:6</p> <p><b>Architects</b> 5:19</p> <p><b>architectural</b> 17:21 18:24 30:7</p> <p><b>area</b> 11:6,22 12:9,16 12:21 13:4,9,13 16:3 26:12 27:3</p> <p><b>areas</b> 11:6,12 14:9 21:17 22:23,24</p>	<p><b>Armstrong</b> 6:14</p> <p><b>asked</b> 7:11</p> <p><b>aspects</b> 8:5</p> <p><b>assistant</b> 3:12</p> <p><b>associated</b> 5:21</p> <p><b>attached</b> 15:13</p> <p><b>attachment</b> 16:24</p> <p><b>attendees</b> 31:2</p> <p><b>attending</b> 3:5</p> <p><b>attention</b> 23:1</p> <p><b>audiology</b> 13:8</p> <p><b>authorized</b> 24:9</p> <p><b>available</b> 16:10 18:6</p> <p><b>award</b> 9:9 17:9,11 17:11 30:16</p> <p><b>awarding</b> 20:24</p> <p><b>awesome</b> 20:10</p> <p><b>B</b></p> <p><b>B</b> 2:3 22:7,10</p> <p><b>back</b> 8:22 9:1,19 10:13,15 21:5 23:16,23</p> <p><b>background</b> 7:7</p> <p><b>Baker</b> 5:5,9 6:20</p> <p><b>Bartfield</b> 4:15 24:20</p> <p><b>based</b> 20:24 24:14 25:6</p> <p><b>basic</b> 15:11 26:9</p> <p><b>basically</b> 10:25 12:9 15:1 22:8,8</p> <p><b>basis</b> 26:22</p> <p><b>Baulk</b> 28:3,10</p> <p><b>believe</b> 31:24</p> <p><b>beneath</b> 16:3</p> <p><b>benefit</b> 18:4 19:23</p> <p><b>benefits</b> 20:13</p> <p><b>best</b> 20:25</p> <p><b>better</b> 19:12</p> <p><b>bidders</b> 8:8</p> <p><b>big</b> 7:19</p> <p><b>binders</b> 10:4,6</p> <p><b>bit</b> 16:1,16 19:3</p> <p><b>block</b> 22:11</p> <p><b>board</b> 20:4,5 21:16</p> <p><b>BOMA</b> 24:21</p> <p><b>bookmarked</b> 10:8</p> <p><b>Bottalino</b> 3:20</p> <p><b>box</b> 27:8</p> <p><b>Brian</b> 4:4 6:10</p> <p><b>brief</b> 15:16</p> <p><b>bring</b> 15:19</p> <p><b>build</b> 8:14</p> <p><b>building</b> 9:3,4 11:5 11:7,21,24 12:4,6 12:8,15,16 13:2,3 13:16 14:16,24 17:22 24:22 26:13</p>	<p><b>burden</b> 24:15</p> <p><b>business</b> 19:19</p> <p><b>Bye</b> 32:13</p> <p><b>C</b></p> <p><b>C</b> 22:13 27:8 28:3 28:10</p> <p><b>C.S.R</b> 33:17</p> <p><b>CA</b> 3:1</p> <p><b>Cairns</b> 4:22,22,23 6:3,5</p> <p><b>California</b> 1:11 2:4 2:6 26:11,12 33:2 33:10</p> <p><b>call</b> 4:12 6:8 8:2 31:3</p> <p><b>calling</b> 22:18</p> <p><b>capabilities</b> 18:20</p> <p><b>capability</b> 18:13,15</p> <p><b>capacity</b> 8:12</p> <p><b>Capital</b> 4:16 5:22 5:23</p> <p><b>capture</b> 7:6</p> <p><b>capturing</b> 27:4</p> <p><b>Care</b> 3:13</p> <p><b>Carlson</b> 6:1,2,6</p> <p><b>Carpenter/Robbins</b> 3:23 10:1</p> <p><b>case</b> 25:11,15</p> <p><b>CD</b> 10:4</p> <p><b>CDs</b> 10:5,6,8</p> <p><b>cells</b> 22:11</p> <p><b>certificate</b> 29:15</p> <p><b>certification</b> 27:15 27:21,25 28:7,19</p> <p><b>certified</b> 2:5 27:8 33:1</p> <p><b>certify</b> 33:2</p> <p><b>change</b> 12:23 23:2</p> <p><b>changes</b> 13:22 23:1</p> <p><b>chaos</b> 19:11</p> <p><b>charging</b> 22:18</p> <p><b>check</b> 28:25</p> <p><b>checking</b> 26:1</p> <p><b>Chico</b> 28:3,10</p> <p><b>Chris</b> 6:10</p> <p><b>Chula</b> 1:7 3:6,13,18 19:10 26:10</p> <p><b>City</b> 18:8</p> <p><b>clarify</b> 15:22</p> <p><b>Clark</b> 3:11,12</p> <p><b>classification</b> 19:20</p> <p><b>clean</b> 11:7 30:2</p> <p><b>clear</b> 18:5 19:13 20:24</p> <p><b>clearly</b> 7:5</p> <p><b>clerestory</b> 11:11</p> <p><b>clinic</b> 3:18 8:12 11:1</p>	<p>11:2 12:3,11,24 12:25 13:1,8,12 13:18 22:9 26:9 26:10 29:9 32:6</p> <p><b>clinics</b> 3:14 13:14</p> <p><b>close</b> 11:22 23:1</p> <p><b>code</b> 25:11,25</p> <p><b>codes</b> 25:23 26:14 29:17</p> <p><b>cold</b> 7:3 17:8</p> <p><b>color</b> 23:13 25:4</p> <p><b>combining</b> 21:9</p> <p><b>come</b> 10:15 17:3</p> <p><b>coming</b> 28:10</p> <p><b>commencing</b> 2:2</p> <p><b>comment</b> 20:7</p> <p><b>commitment</b> 18:7,8</p> <p><b>communicate</b> 20:13 23:18</p> <p><b>community-based</b> 3:14</p> <p><b>completed</b> 22:2</p> <p><b>completion</b> 9:10</p> <p><b>comply</b> 10:10 29:16</p> <p><b>components</b> 15:11 15:12</p> <p><b>concept</b> 10:25 11:5 17:21</p> <p><b>conceptual</b> 8:5 9:1 10:14 24:11</p> <p><b>conference</b> 13:7</p> <p><b>Congress</b> 24:9</p> <p><b>consider</b> 12:14</p> <p><b>consideration</b> 14:14</p> <p><b>considered</b> 25:12</p> <p><b>consists</b> 3:23</p> <p><b>construction</b> 9:10 14:19 17:23 19:1 19:9</p> <p><b>construction-wise</b> 14:18</p> <p><b>Consulting</b> 4:22</p> <p><b>contracting</b> 3:9 8:1 10:7</p> <p><b>contractor</b> 8:4</p> <p><b>control</b> 19:2,8</p> <p><b>controlled</b> 9:6</p> <p><b>coordinated</b> 10:23</p> <p><b>copy</b> 10:1</p> <p><b>core</b> 29:8,14</p> <p><b>correct</b> 6:2 24:25 25:1 27:14</p> <p><b>correctly</b> 10:11</p> <p><b>corridors</b> 25:12</p> <p><b>Cotterill</b> 5:18,18,19 5:22,24 6:22,23</p> <p><b>couple</b> 32:2</p> <p><b>course</b> 8:1 17:9</p>	<p><b>court</b> 7:2,3,6</p> <p><b>crisp</b> 30:2</p> <p><b>criteria</b> 29:8</p> <p><b>critical</b> 21:25 26:16 26:19</p> <p><b>CSR</b> 1:16</p> <p><b>current</b> 8:12</p> <p><b>customed</b> 16:24</p> <p><b>D</b></p> <p><b>D.C</b> 5:16</p> <p><b>Daly</b> 4:8 23:25 25:3 25:7</p> <p><b>Dan</b> 4:19,21,24 5:1</p> <p><b>data</b> 14:10</p> <p><b>date</b> 9:21</p> <p><b>Dated</b> 33:9</p> <p><b>day</b> 33:9</p> <p><b>days</b> 9:8,9 22:25 32:2</p> <p><b>deadline</b> 9:23</p> <p><b>deal</b> 15:14</p> <p><b>dealt</b> 29:6</p> <p><b>decide</b> 28:7</p> <p><b>definitely</b> 7:18 8:6 29:24</p> <p><b>definition</b> 24:21,23 25:6</p> <p><b>delineated</b> 16:3</p> <p><b>deliver</b> 16:20</p> <p><b>deliverable</b> 17:1</p> <p><b>deliveries</b> 12:9</p> <p><b>delivering</b> 19:14</p> <p><b>demonstrate</b> 27:24 28:19</p> <p><b>department</b> 12:2,3</p> <p><b>departments</b> 11:1</p> <p><b>Deputy</b> 5:5,9</p> <p><b>descending</b> 17:13</p> <p><b>design</b> 11:5 12:18 14:1,12 15:3,5 17:22 24:17 26:1 26:22,25 27:11,20 28:5,8 30:16 31:21</p> <p><b>designed</b> 27:3,9</p> <p><b>designing</b> 25:25</p> <p><b>detailed</b> 14:7 30:6</p> <p><b>determined</b> 10:12 12:7</p> <p><b>develop</b> 12:13 23:11 30:10</p> <p><b>developer</b> 24:13</p> <p><b>developing</b> 11:5 30:14</p> <p><b>development</b> 17:22</p> <p><b>deviate</b> 19:25</p> <p><b>Diego</b> 1:11 2:4 3:1</p>
---	--	---	--	---

3:13 15:2 33:10 <b>difference</b> 23:7 25:5 26:18 <b>different</b> 22:20 26:2 <b>differently</b> 16:8 <b>digest</b> 21:19 <b>direction</b> 33:6 <b>directions</b> 10:11 <b>directly</b> 3:24 16:4 30:3 <b>director</b> 3:12 <b>discrepancy</b> 29:19 <b>discuss</b> 19:7 <b>discussed</b> 13:22 <b>discussing</b> 15:7 <b>discussion</b> 10:16 <b>dispensed</b> 15:24 <b>distance</b> 18:1 <b>distributed</b> 24:5 <b>dock</b> 12:10 <b>document</b> 17:2 <b>documents</b> 18:18,19 18:21 <b>doing</b> 7:16 9:17 30:15,22 <b>double-check</b> 28:17 <b>double-checking</b> 27:17 <b>drawing</b> 14:8 24:3 25:9 <b>drawings</b> 8:5 14:12 25:8 30:6,8 <b>driven</b> 8:13 <b>drivers</b> 12:18 <b>drop-off</b> 11:21 12:9 <b>due</b> 9:21 12:11	<b>Enterprises</b> 5:16 <b>entire</b> 7:11 29:18 <b>entrance</b> 11:20,21 11:23,24 12:1,20 12:20,21 13:3 <b>environmental</b> 20:18 <b>equal</b> 21:12 <b>equipment</b> 14:2,5 <b>Eric</b> 6:1,2,6 <b>essential</b> 29:8 <b>estate</b> 3:22 4:25 <b>evaluated</b> 21:8,15 30:9 <b>evaluating</b> 19:24 <b>evaluation</b> 20:4,5 21:16 22:4 29:25 <b>Evans</b> 6:16 <b>everybody</b> 10:18 15:20 16:7 19:16 26:10 <b>Evidence</b> 18:13 <b>exact</b> 25:3 <b>example</b> 20:9 <b>exceed</b> 24:18 <b>excluding</b> 24:21 <b>excuse</b> 6:17 7:2 17:5 21:7 <b>exhibits</b> 15:13 16:20 18:21 <b>existing</b> 19:11 <b>expand</b> 8:12 <b>expect</b> 32:9 <b>expected</b> 32:5 <b>expense</b> 29:12 <b>experienced</b> 21:17 <b>explain</b> 19:25 <b>extended</b> 9:24 <b>extending</b> 17:6 <b>exterior</b> 11:4 14:15 <b>extra</b> 19:23 <b>extraneous</b> 21:19 <b>eye</b> 13:12	17:21 19:17 26:18 <b>fan</b> 7:19 <b>feature</b> 18:2 <b>federal</b> 27:22 <b>feel</b> 29:19 31:12 <b>feet</b> 9:3 23:8,8,14,19 <b>FEMALE</b> 4:3 <b>figure</b> 25:20 <b>file</b> 28:6,7 31:17,19 31:21 <b>Filice</b> 5:15,15 31:5,8 31:8,16,21 <b>fill</b> 18:19 28:4 <b>final</b> 31:16 <b>finances</b> 9:10 <b>financial</b> 18:20 <b>finish</b> 8:25 <b>fire</b> 20:18 <b>firm</b> 16:19,19 24:10 24:15 <b>first</b> 11:3 13:9 <b>fit</b> 24:17 <b>five</b> 16:19 <b>floor</b> 12:17 <b>Floren</b> 6:12,13 <b>fluff</b> 21:20 <b>following</b> 9:9 10:15 <b>foot</b> 25:20 <b>footage</b> 9:2 23:24,25 24:8 25:3,10,13 25:15,17 <b>foregoing</b> 33:4,6 <b>foreanking</b> 21:13 <b>foresee</b> 13:22 <b>form</b> 16:21 22:17 23:3 28:4 <b>formal</b> 28:16,20 <b>format</b> 8:8 16:22 <b>forms</b> 28:4 29:20,22 <b>forward</b> 14:13 32:11 <b>four</b> 16:17 <b>frame</b> 14:8 <b>free</b> 31:12 <b>front</b> 20:8 <b>function</b> 29:7 <b>furnish</b> 22:9 <b>Further</b> 13:7 <b>future</b> 7:23	31:20,23 <b>Gerard's</b> 9:1 <b>germane</b> 30:3 <b>give</b> 7:10,21,22 9:18 11:14 14:4,24 16:11 19:8 21:18 21:19 23:12 <b>given</b> 14:2,8,22 17:18 <b>gives</b> 23:14 <b>giving</b> 7:13 <b>global</b> 16:22 <b>go</b> 8:4,21,24 9:1,18 10:13,23 12:17 16:9 17:10 21:5 22:15,22 29:4 30:2,16,17,25 <b>going</b> 5:10 6:8 7:2 7:13 8:19,21,24 9:11,15,18 10:13 15:16,21 16:10,15 16:22 17:10,13,18 18:1,10 19:17,25 20:5,9,15,22,24 21:4,8,8,12 22:2 22:14,15,17 25:25 25:25 26:5 29:10 29:16 30:25 31:17 32:4,8 <b>Golf</b> 6:10 <b>good</b> 7:17 14:8 18:16 29:10 <b>gosh</b> 21:2 <b>graphic</b> 21:21 <b>graphics</b> 30:1 <b>great</b> 4:6,11,23 5:17 7:12 20:21 <b>green</b> 14:25 <b>grid</b> 13:19 <b>gross</b> 23:24 <b>Group</b> 6:6 <b>grow</b> 32:9 <b>GSA</b> 22:17 29:20,21 <b>guide</b> 26:1,20 <b>guidelines</b> 29:17 <b>Gulpeo</b> 4:7,7 10:17 10:21 25:7 26:8 28:1 <b>guys</b> 12:12 13:19 28:16	<b>handling</b> 11:10 <b>happens</b> 20:1 <b>hard</b> 9:25 <b>hardware</b> 22:14 <b>Heading</b> 13:5 <b>health</b> 3:13 13:14 <b>healthcare</b> 27:7,20 27:23 28:20 <b>hear</b> 7:8 10:18 28:13 31:5 <b>hearing</b> 31:10 32:11 <b>help</b> 26:20 <b>helpful</b> 24:2 25:4 29:3 <b>Hi</b> 4:7,17,18,21 5:1 10:17 <b>high</b> 11:6 <b>higher</b> 17:17 <b>highest</b> 19:20 <b>highlight</b> 23:12 <b>Hitchings</b> 3:8 7:17 10:8 24:6,25 27:18,22 28:15 31:11 32:1,13 <b>Hixson</b> 4:1 20:19 <b>Holder</b> 6:10 <b>Hong</b> 3:8 7:16 10:7 24:5,19 27:16 28:12 <b>hour</b> 2:2 <b>house</b> 3:16 11:10 <b>Houseman</b> 5:12,13 5:14 <b>huge</b> 30:13 <b>HVAC</b> 26:22
<hr/> <b>E</b> <hr/> <b>E</b> 22:10,12 <b>e-mail</b> 31:12 32:11 <b>easier</b> 6:5 16:25 <b>east</b> 11:24 12:5 13:9 <b>easy</b> 21:18 <b>efficiency</b> 17:24 <b>eight</b> 10:5 <b>either</b> 18:5 <b>elect</b> 22:24 <b>electrical</b> 27:1 <b>elevation</b> 11:4 15:1 <b>elevations</b> 14:16 <b>emails</b> 10:2 <b>emergency</b> 12:1,2,3 <b>emphasize</b> 18:2 20:6 <b>Ended</b> 32:14 <b>energy</b> 17:24 <b>engineer</b> 3:20 26:24 <b>engineering</b> 30:7 <b>enter</b> 13:1	<hr/> <b>F</b> <hr/> <b>face</b> 13:2 <b>facilities</b> 27:23 <b>facility</b> 3:6 19:11,12 22:2 24:17 26:16 26:17 29:14 30:11 <b>factor</b> 15:25 17:14 17:15,20 22:4 <b>factors</b> 17:10,11,12 21:13,15 <b>facts</b> 21:20 <b>factually</b> 27:14 <b>fair</b> 19:10 <b>familiar</b> 13:20 15:15	<hr/> <b>G</b> <hr/> <b>gathering</b> 21:9 <b>general</b> 15:16 17:11 <b>gentleman</b> 7:7 <b>Gerard</b> 4:1,7 7:13 10:14,17 15:6,23 24:3 25:7 26:5 27:12,19 28:2,14	<hr/> <b>H</b> <hr/> <b>habits</b> 18:16 <b>hallways</b> 24:21 <b>hammered</b> 13:25 <b>Hamster</b> 6:6 <b>handle</b> 19:18 <b>handled</b> 22:25	<hr/> <b>I</b> <hr/> <b>idea</b> 11:5,19 14:4,16 14:16,21 <b>ideal</b> 13:21 <b>ideas</b> 13:23 <b>identical</b> 21:13 <b>identified</b> 14:9 19:3 <b>identify</b> 16:9 <b>identifying</b> 16:13 <b>important</b> 17:16 18:2,14 19:9,21 20:13 21:18 23:7 23:17 25:20 <b>include</b> 26:22 <b>included</b> 13:23 <b>independently</b> 18:23,25 <b>indicate</b> 28:5 <b>indicated</b> 27:19 <b>individually</b> 22:16 <b>information</b> 16:21 17:1 18:23 19:5,6

<b>initial</b> 10:9 20:2 <b>inside</b> 29:13 <b>international</b> 26:13 <b>interpretation</b> 23:15 <b>interrupt</b> 9:12 <b>introduce</b> 3:10 4:2 <b>investment</b> 30:14 <b>involved</b> 11:2 <b>issue</b> 24:20 <b>issuing</b> 9:22 <b>items</b> 12:13 16:16 22:8,19	<hr/> <b>L</b> <hr/> <b>lab</b> 13:10 <b>Labor</b> 23:4 <b>landscaping</b> 30:10 <b>large</b> 31:20 <b>layout</b> 13:17,21,24 14:3,3,5 23:24 <b>leap</b> 4:13 <b>lease</b> 9:7,9 29:13 <b>LEED</b> 27:6,9,20,23 28:4,4,6 <b>Leo</b> 4:8 23:25 25:7 <b>lessor</b> 22:2 24:17 <b>let's</b> 21:23,23 23:6 <b>life</b> 26:17,19 27:10 30:20 <b>lighting</b> 11:11 <b>line</b> 3:6,7,15,25 4:1 4:4,14 6:1,11,17 6:19,21 17:7 20:19 <b>link</b> 16:4 <b>list</b> 6:25 17:16,17 22:8 28:24 31:2 <b>listed</b> 17:12 <b>lists</b> 22:13 <b>little</b> 9:13 16:1,16 19:3 <b>live</b> 18:17 <b>loading</b> 12:10 <b>lobby</b> 24:22 <b>local</b> 29:17 <b>location</b> 17:25 <b>logistics</b> 13:15 <b>look</b> 11:17 13:20 16:23 23:15 32:10 <b>looking</b> 11:7,8,15 14:5 16:17,18 17:14 20:6 21:3 <b>looks</b> 8:15 <b>lost</b> 31:9 <b>lot</b> 14:22,24 15:14 27:3 <b>lower</b> 17:16 21:14 <b>lump</b> 22:24	24:19 25:2,18 27:14,19,24 28:12 29:1 <b>management</b> 7:23 <b>manager</b> 3:8,16,17 3:21 7:25 <b>mandate</b> 25:8 <b>mandatory</b> 9:21 <b>map</b> 16:3 <b>Mark</b> 5:5,8 6:20 <b>Martinez</b> 3:15 <b>Mary</b> 4:9,13 <b>mass</b> 18:1,1 <b>matches</b> 11:17 <b>material</b> 10:1 15:21 <b>materials</b> 17:23 <b>matrix</b> 30:23 <b>Matthews</b> 4:9,13 <b>maximize</b> 14:23 <b>maximum</b> 9:2 <b>McKaleb</b> 6:15 <b>mean</b> 18:7 24:7 <b>meaning</b> 9:14 <b>mechanical</b> 26:24 27:1,2,4 <b>medicine</b> 13:10 <b>meet</b> 26:13 27:6 28:5,6,9 <b>meeting</b> 2:1 31:12 <b>Melissa</b> 3:17 <b>mental</b> 13:14 <b>mentioned</b> 15:23 17:5 31:2 <b>Mercedes</b> 4:4 <b>met</b> 28:20 <b>metal</b> 14:20 <b>method</b> 18:21 <b>milestone</b> 19:13 <b>mind</b> 7:21 <b>minimize</b> 27:3 <b>minimum</b> 9:4 11:16 15:23 <b>minute</b> 16:11 17:10 19:25 <b>mission</b> 26:16,18 <b>model</b> 29:6,7 <b>module</b> 12:25 13:1 13:18 <b>Monday</b> 31:18 <b>money</b> 30:13 <b>Montalban</b> 1:16 2:5 33:1,16 <b>Mountain</b> 4:24 <b>move</b> 10:22 14:13 16:15 20:22 23:6 <b>Moving</b> 13:9,12 <b>Murphy</b> 4:4,5 <b>mute</b> 6:6,11,17 7:8	16:12 17:7 <hr/> <b>N</b> <hr/> <b>name</b> 3:11 7:5 <b>names</b> 6:9 <b>narratives</b> 30:1 <b>need</b> 7:14 12:3,10 14:9,10 18:11 21:20 23:16 24:4 25:3 27:8,21,23 <b>needed</b> 12:1 27:20 <b>needs</b> 24:14 27:6,9 <b>net</b> 9:3 23:13,18,24 24:10,16,18,23 25:9,13,16,20 <b>new</b> 7:18 16:22 <b>news</b> 29:10 <b>NFPA</b> 29:17 <b>Nice</b> 5:1 <b>Nixon</b> 6:21,21 <b>nonresponsive</b> 10:12 <b>normally</b> 17:8 22:24 <b>north</b> 11:19 13:12 <b>noted</b> 14:12 <b>number</b> 20:15 24:8 24:9 <b>numbered</b> 21:3 <b>numbers</b> 32:8 <b>nurse</b> 3:17	<b>on-site</b> 9:5 <b>once</b> 12:12 20:2 <b>ones</b> 17:21 <b>open</b> 8:6 11:6 <b>operating</b> 22:11 <b>operation</b> 22:3 <b>operations</b> 19:15 22:1 <b>opportunity</b> 23:15 <b>options</b> 26:25 <b>order</b> 17:12 22:9 28:6 <b>orientation-wise</b> 11:20 <b>outpatient</b> 3:14,18 8:12 11:2 <b>outside</b> 29:13 <b>oval</b> 21:4,5 <b>overall</b> 13:17,20,24 <b>overview</b> 7:11,14,22 8:10,25 9:17 15:4 15:17 20:1 <b>owe</b> 28:15 <b>owners</b> 19:6
<hr/> <b>J</b> <hr/> <b>Jan</b> 3:23 <b>janitorial</b> 29:11 <b>Jennifer</b> 6:12,14 <b>Jessica</b> 6:12 <b>JMS</b> 5:15 <b>Joe</b> 6:15 <b>John</b> 3:25 4:15,17 5:15 20:19 24:20 31:8,9,10 <b>join</b> 5:1,10 <b>Josh</b> 5:10,13,14 6:16 <b>June</b> 9:22,24	<hr/> <b>K</b> <hr/> <b>Karen</b> 5:4,8 <b>Kay</b> 4:9,9,13 <b>keep</b> 14:13 21:3 <b>Kelly</b> 2:2 3:4,5,22 3:23 4:6,11,17,21 4:23 5:1,3,6,10,14 5:17,20,23,25 6:4 6:8,24 8:19,23 9:11 10:19 15:10 21:2 23:21 24:3 25:19 27:12,16 29:3 31:7,9,14,19 31:23 32:3 <b>key</b> 14:9 29:5 31:21 <b>kind</b> 21:22 <b>Kip</b> 6:19,19 <b>know</b> 8:3 9:13,21 11:22 13:24 15:2 15:11,21 16:13 18:11,22,24,25 19:10 20:10 22:14 23:9,16 24:8 27:17 28:4 29:4,6 31:3 <b>knowledge</b> 31:25 <b>knows</b> 26:10 <b>Kristy</b> 1:16 2:5 33:1 33:16	<hr/> <b>M</b> <hr/> <b>ma'am</b> 6:23 <b>mail</b> 32:11 <b>main</b> 11:21,23 12:18,20 14:16 15:2 <b>maintenance</b> 19:15 22:1,4 <b>major</b> 8:3 <b>Malcolm</b> 4:19,19,19 <b>MALE</b> 4:15,18 8:17 10:20 23:20,22	<hr/> <b>O</b> <hr/> <b>o0o-</b> 3:2 32:15 <b>obtain</b> 28:18 <b>obvious</b> 25:6 <b>obviously</b> 12:11,22 13:13 26:9 <b>occupancy</b> 9:8 29:15 <b>offense</b> 28:14 <b>offer</b> 10:10 19:24 20:3 21:14,14 22:5 <b>offered</b> 21:7 <b>offerer</b> 9:6,9 18:23 21:10 30:9 <b>offerer's</b> 18:24 <b>offers</b> 9:15 10:10 19:5 20:2,6 22:6 <b>officer</b> 3:9 8:1 10:7 <b>oh</b> 4:6 21:2 <b>Okay</b> 4:11 5:20 6:4 6:8,24 8:14,18,23 9:2,20 11:13 14:15 15:4 20:22 23:6 25:18,19 26:8 28:12 32:3 <b>old</b> 22:24	<hr/> <b>P</b> <hr/> <b>package</b> 26:23 <b>packet</b> 29:23 <b>pact</b> 12:25 13:1,18 29:6 <b>page</b> 8:20,20 16:2 <b>pages</b> 10:9 30:2 <b>paperwork</b> 15:14 <b>parking</b> 9:5,5 11:22 14:25 <b>part</b> 10:2 11:2 15:8 24:23 25:13 26:23 26:23,24 27:2 <b>particular</b> 18:3 21:10 23:12 <b>particularly</b> 25:24 <b>parties</b> 18:15 <b>Partners</b> 4:16 5:22 5:23 <b>pathology</b> 13:10 <b>patients</b> 32:5,6 <b>pay</b> 22:24 23:1 29:10 <b>pays</b> 25:21,22 <b>people</b> 3:6 6:9 17:2 <b>perfect</b> 23:10 <b>perform</b> 18:13 <b>performance</b> 18:18 <b>Perkins</b> 5:19 <b>personally</b> 7:19 <b>Peter</b> 4:9,13 <b>phase</b> 29:13 <b>phone</b> 7:9

<b>phonetic</b> 3:20 4:3,15 5:4,5,13 6:7,10,13 6:15 28:3 31:17 <b>physical</b> 18:12 26:15 27:11 <b>pick-up</b> 12:4,4 <b>Pinkney</b> 3:7 8:11,18 8:21,24 9:20 15:6 21:1 28:22 29:2 32:12 <b>place</b> 18:16 20:4 <b>places</b> 13:15 <b>plan</b> 9:1 10:14 11:14,14,15 12:13 12:17 13:21 22:1 22:4 23:12,14 30:13,14 <b>players</b> 8:3 <b>please</b> 5:21 6:17 7:5 7:8,9 10:9 13:17 14:15 20:25 27:13 29:15,18 30:5,21 <b>plumbing</b> 27:1 <b>point</b> 8:25 9:12 10:13 28:16,19 <b>points</b> 19:23 20:12 21:9 28:5 <b>police</b> 13:3 <b>pose</b> 29:20 <b>post</b> 31:20,24 <b>posted</b> 16:5 31:17 31:25 <b>power</b> 14:9 <b>PowerPoint</b> 8:16 <b>pre-identified</b> 8:14 <b>precise</b> 24:16 <b>prefab</b> 14:18 <b>prefer</b> 8:7 28:13 <b>preliminary</b> 13:25 <b>prepare</b> 25:8,9 <b>prepared</b> 25:16 <b>pretty</b> 9:25 <b>prevails</b> 26:2 29:21 <b>preview</b> 7:18 <b>previous</b> 23:2 <b>price</b> 10:5 21:11 22:17 <b>priced</b> 21:14 <b>pricing</b> 22:15 <b>probably</b> 18:10 <b>proceedings</b> 33:4,7 <b>process</b> 7:10 14:1 15:5 20:2 <b>procurement</b> 7:23 <b>program</b> 22:13 24:14,17 <b>programs</b> 24:11,12 <b>project</b> 1:7 3:7,16	3:20,25 7:11,22 7:25 8:10,25 9:10 9:13 16:10 21:7,8 27:6 28:10 30:4 <b>promise</b> 18:7 <b>promised</b> 31:17 <b>properly</b> 22:11 <b>properties</b> 4:20 19:6 19:8 <b>property</b> 19:2 21:10 <b>proposal</b> 10:3,5 22:17 26:21 28:17 <b>proposed</b> 11:13,18 19:1 30:7 <b>protection</b> 20:18 <b>provide</b> 11:11 23:25 24:11,15 30:10 <b>provided</b> 18:8 26:24 <b>providing</b> 29:14 <b>provisions</b> 23:4 <b>public</b> 13:6 14:25 18:5 25:12,12 <b>publish</b> 31:2,15 <b>published</b> 17:4 <b>purpose</b> 27:5 30:14 <b>put</b> 12:5,24 26:3,20 <b>putting</b> 29:23	<b>received</b> 21:10 <b>reception</b> 13:4 <b>recommend</b> 23:11 <b>record</b> 33:7 <b>recording</b> 7:3 <b>redundant</b> 30:12 <b>regards</b> 15:7 <b>reissuing</b> 22:12 <b>related</b> 29:12 <b>relationship</b> 24:12 <b>relative</b> 22:5 <b>rendering</b> 11:4,8 <b>rent</b> 25:21,22 <b>rentable</b> 24:1,16 25:5,14,15 <b>repeat</b> 5:7 27:18 <b>Repeating</b> 30:5 <b>replacing</b> 8:11 <b>reported</b> 1:16 33:4 <b>reporter</b> 2:5 7:3,6 33:1 <b>REPORTER'S</b> 1:5 <b>representing</b> 5:5,9 <b>request</b> 2:1 <b>requested</b> 9:5 23:23 <b>requesting</b> 9:7 <b>require</b> 27:15 28:18 <b>required</b> 9:8 25:11 27:8 29:16 <b>requirement</b> 9:21 27:11,22 <b>requirements</b> 22:7 26:9,11 28:9 <b>requires</b> 22:9 <b>respect</b> 30:17 <b>respond</b> 18:3 <b>response</b> 12:5 24:6 28:16,21 <b>responses</b> 28:24 29:24 32:11 <b>responsible</b> 22:3 <b>responsive</b> 15:2 <b>restrooms</b> 25:12 <b>review</b> 28:17 <b>reviewing</b> 12:9 <b>RFI</b> 11:25 <b>right</b> 3:4 8:21 10:16 11:9 13:4 16:3,15 21:5 23:17 24:19 32:10,13 <b>risk</b> 10:11 <b>Rob</b> 3:19 6:21,21 <b>Robbins</b> 3:25 20:19 <b>roll</b> 4:12 31:3 <b>roof</b> 11:9,10 14:20 14:20 27:5 <b>room</b> 14:3 <b>rooms</b> 13:7	<b>Rosenberg</b> 4:24,24 5:2 <b>Roy</b> 5:18 6:22 <b>RSVP'd</b> 6:9 <b>RSVPs</b> 6:25 <b>rubbit</b> 31:16,19 <b>run</b> 24:20 <b>runnable</b> 23:8 <b>running</b> 19:12 22:3	<b>Shaffer</b> 5:4,4,8,8 <b>Shamm</b> 2:1 3:5 4:3 5:2 9:11 10:21 15:8 23:20 27:14 28:12 <b>Shan</b> 4:5 <b>share</b> 8:8 <b>shared</b> 13:6,11 <b>Shorthand</b> 2:5 33:1 <b>shout</b> 17:8 <b>show</b> 20:11 24:11 29:25 30:5 <b>showed</b> 23:24 24:1 <b>showing</b> 23:13 <b>Siberry</b> 4:3 <b>side</b> 10:23 11:24 12:5,8,15 13:2,9 <b>sign</b> 10:9 <b>signed</b> 29:7 <b>Silver</b> 27:6,9,20,23 28:6,20 <b>similar</b> 28:11 <b>simplify</b> 14:19 <b>simply</b> 24:11 <b>single</b> 24:22 <b>site</b> 3:16 8:14 9:6,14 11:13,14,15,16 12:12,13,18,19,19 12:22 15:23,25 16:5,9 17:22,25 18:6,12 20:10,14 26:20 30:10 <b>sites</b> 9:14,16 11:18 16:5,10,14 19:3,4 <b>six</b> 9:14,15 16:5,9,13 19:3,4 <b>size</b> 12:11 14:22 <b>skip</b> 20:16 <b>Skipping</b> 18:12 <b>slapped</b> 30:18 <b>slide</b> 9:19,20 10:15 10:22 11:3,13 12:24 13:17 14:2 14:15 15:4 20:25 21:1,3,4,22,23 23:5,6 26:5,6 27:13 29:4,15 30:5,19 31:1 <b>slides</b> 8:15 10:24 <b>small</b> 12:19 19:19 <b>Smith</b> 4:22 <b>socioeconomic</b> 19:22 <b>sole</b> 9:4 <b>solicitation</b> 18:3 22:21,22 <b>solutions</b> 24:14 <b>somebody</b> 18:9
---	--	--	--	--

<b>sooner</b> 19:11 <b>sorry</b> 5:6 6:5,7,11 6:12 18:13 23:21 <b>Source</b> 5:5,9 <b>south</b> 11:20 12:15 12:15 13:2,2,16 <b>space</b> 22:13 25:14 <b>spaces</b> 9:5,5 13:6,11 14:25 <b>speak</b> 7:5 26:6 <b>speaking</b> 7:8 <b>Special</b> 22:7 <b>specific</b> 12:22 24:8 26:11 <b>specifically</b> 3:18 10:10 <b>square</b> 9:2,3 23:8,8 23:14,19,24,25 24:8 25:3,9,13,15 25:16,20 <b>staff</b> 3:19 11:23 12:16,20 <b>stage</b> 7:1 <b>standard</b> 16:22 19:16 23:4 <b>start</b> 7:13 9:17 10:16 15:7 17:2 <b>State</b> 2:6 33:2 <b>stated</b> 8:13 <b>stating</b> 9:23 <b>status</b> 19:22 <b>stenographically</b> 33:5 <b>steps</b> 20:1 <b>stick</b> 30:12 <b>stop</b> 21:23 <b>streamlined</b> 31:23 <b>Street</b> 2:3 <b>structure</b> 14:17 <b>subfactor</b> 17:25 <b>subfactors</b> 17:12,19 17:20 <b>submit</b> 8:7 10:3,5 28:23 30:6 <b>submittal</b> 10:3 <b>submitted</b> 10:1,7 28:23 <b>success</b> 16:13 <b>successful</b> 9:6 21:14 <b>successfully</b> 16:7,8 <b>suit</b> 8:14 <b>Suite</b> 2:3 <b>sum</b> 22:24 <b>summary</b> 23:3 <b>support</b> 13:15 <b>supporting</b> 8:2 <b>sure</b> 3:11 8:11 10:9 11:17 18:14 26:17	28:18 29:1 <b>sustainability</b> 17:24 <b>system</b> 3:13 14:11 26:25 27:1 28:16 28:19 <b>systems</b> 26:22 27:2  <b>T</b> <b>take</b> 4:13 11:16 13:20 16:4 17:10 20:7 30:25 <b>taken</b> 2:1 33:7 <b>takes</b> 20:4 <b>talk</b> 20:22 22:23 <b>talked</b> 9:18 14:10 27:10 <b>team</b> 3:10,23 5:24 7:23 8:2,3 13:13 15:9 18:24 19:1 26:20 29:25 <b>team's</b> 30:7 <b>teams</b> 14:13 26:18 <b>technical</b> 7:16 8:5 10:3 17:14,15,20 20:4,5 21:11,13 21:15,16 24:14 <b>teleconferencing</b> 14:11 <b>tell</b> 5:20 10:22 19:22 20:11 30:1,6 <b>tells</b> 18:9 <b>ten</b> 13:19 <b>ten-year</b> 16:19 <b>tenant</b> 9:4 24:22 <b>term</b> 9:7 16:17,18 <b>terms</b> 14:5,5 19:14 <b>terrific</b> 30:17 <b>thank</b> 3:5 4:6,23 5:2 5:10,12,25 7:9 8:18 15:10 25:19 27:12 29:2,3 31:1 31:4 32:10 <b>Thanks</b> 15:6 32:12 <b>thing</b> 13:1 14:8 15:22 26:2 29:5 <b>things</b> 16:1 <b>think</b> 3:21 5:3 6:24 8:6 11:14 13:19 13:21 14:4 15:2,4 15:15 17:14 22:5 23:3,13,18 26:8 26:24 27:10 28:15 30:16 31:3 <b>this's</b> 15:13 <b>Thompson</b> 4:4 <b>thoughtful</b> 29:24 <b>three-ring</b> 10:4,6 <b>tie</b> 22:4	<b>tilt</b> 14:17 <b>time</b> 5:6 7:4 14:8 15:20 20:21 26:15 30:13 31:13 33:7 <b>timeline</b> 17:6 31:13 <b>today</b> 3:15 5:11 7:10 8:2 <b>toilets</b> 13:6 <b>Tom</b> 4:1 20:19 <b>top</b> 11:8 <b>traditionally</b> 24:10 <b>transcribed</b> 33:5 <b>Transcript</b> 1:5 2:1 <b>transportation</b> 18:1 18:5 20:10 <b>tried</b> 14:7 <b>true</b> 19:19 33:6 <b>trying</b> 7:1 14:23 21:21 <b>turn</b> 10:14 15:8 <b>turned</b> 15:24 <b>tweak</b> 23:16 <b>two</b> 13:1,14 32:6 <b>two-pact</b> 11:1 29:7 <b>typewriting</b> 33:5 <b>typical</b> 14:3 <b>typing</b> 17:7  <b>U</b> <b>understand</b> 23:7 24:19 25:10 27:16 <b>understandable</b> 17:1 <b>understanding</b> 12:2 23:10 24:1 25:10 25:14 27:7 28:1,2 <b>unique</b> 17:9 32:6 <b>units</b> 11:10 14:22 27:4 <b>unmute</b> 16:12 <b>unusual</b> 9:13 16:2 16:17,21 19:3 25:24 <b>use</b> 14:6,13,24,25 15:3 20:9 22:12 29:8 <b>useable</b> 9:3 23:8,14 23:18,24 24:10,16 24:18,23 25:5,9 25:13,16,20 <b>users</b> 12:10 13:22 13:25 <b>usual</b> 17:20 18:22 <b>utilities</b> 29:11,14 <b>utility</b> 29:12 <b>utilize</b> 11:4 <b>utilizes</b> 14:3 <b>utilizing</b> 15:1 27:5	<b>V</b> <b>V.A</b> 3:12,16,21 7:23 9:3,7,14 18:14,17 20:14 22:9,23 25:21,22 26:19 27:7,23 28:7 29:5 29:10 31:20 <b>V.A.'s</b> 16:5 <b>VA</b> 1:7 <b>value</b> 17:13 20:25 21:11 22:18 <b>videoconference</b> 2:4 <b>videoconferencing</b> 14:11 <b>virtual</b> 7:18 <b>Vista</b> 1:7 3:6,13,18 19:10 26:10 <b>visuals</b> 7:14 <b>VOICE</b> 4:3,15,18 8:17 10:20 23:20 23:22 24:19 25:2 25:18 27:14,19,24 28:12 29:1 <b>volume</b> 11:6 <b>Volumes</b> 10:6  <b>W</b> <b>waiting</b> 4:12 11:6 31:22 <b>walk</b> 12:6 <b>want</b> 11:7,22 14:13 14:17,19 15:22 18:22,24,25 19:7 21:20,20 <b>wanted</b> 27:3 <b>wants</b> 18:14 <b>Washington</b> 5:16 <b>wave</b> 15:3 <b>way</b> 8:8 12:7 16:25 17:2,11 21:7,8 22:25 23:12 25:15 27:2 30:17 <b>we'll</b> 9:1 10:15,15 10:22 12:6 28:20 32:1 <b>we're</b> 11:9 19:24 <b>we've</b> 5:3 7:19,20 13:24 14:2,9 19:3 20:3 22:21 23:8 26:22 28:2 31:22 <b>web</b> 16:5,9 26:19 <b>Wednesday</b> 2:3 3:1 <b>weigh</b> 28:13 <b>Welcome</b> 4:21 <b>well-designed</b> 30:11 <b>west</b> 4:25 12:8 13:5 13:7,13 <b>white</b> 21:4	<b>Williams</b> 5:19 <b>windows</b> 11:11 <b>work</b> 11:12 13:13 18:9,10,16 <b>working</b> 3:24 17:2 18:15 22:16 <b>writing</b> 30:21 <b>written</b> 8:7  <b>X</b>  <b>Y</b> <b>yeah</b> 5:12 21:1 23:17 <b>years</b> 9:7 32:6  <b>Z</b> <b>zipped</b> 21:22  <b>0</b>  <b>1</b> <b>1</b> 10:6 16:2 <b>10</b> 29:18 <b>10:10</b> 2:2 3:1 <b>11</b> 1:10 2:3 3:1 15:11 <b>11:02</b> 32:14 <b>13551</b> 1:16 2:6 33:17 <b>1364</b> 16:21 22:17 <b>15-year</b> 16:19 <b>16-plus</b> 16:19 <b>17th</b> 9:24 <b>1st</b> 9:22  <b>2</b> <b>2</b> 10:6 <b>20</b> 9:7 <b>20-year</b> 16:19 <b>2014</b> 32:7 <b>2015</b> 32:7 <b>2016</b> 1:10 2:3 3:1 9:24 33:9 <b>236</b> 9:5  <b>3</b> <b>3</b> 16:2 20:16 <b>31-foot</b> 13:19 <b>31,000</b> 9:3 24:10,18 25:9 <b>350</b> 2:3  <b>4</b> <b>4</b> 25:23 <b>4-acre</b> 11:16 12:19 15:23
--	---	---	--	--

<div><div>5</div><div>50 30:2</div><div>530 2:3</div><div>540 9:8</div></div>				
<div><div>6</div></div>				
<div><div>7</div><div>7 20:16 29:5</div></div>				
<div><div>8</div><div>8 20:16 29:10</div><div>8,800 32:7</div><div>825 9:9</div></div>				
<div><div>9</div><div>9 20:17 26:24</div><div>9,700 32:8</div></div>				